Nakul

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# Summary

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| * **Accomplished Marketing Engineer and Team Lead with 12 years 6 months** of experience in managing sales and marketing across multiple states. * Effectively plan, build and execute the strategies to consistently achieve high growth and performance. * **Proven ability to create and deliver solutions tied to business growth,** organizational development and Teamwork. * Skilled problem identifier and troubleshooter, comfortable in managing machines, projects and teams in a range of Mechanical environments. * **Areas and involved sales and promotional activity with local dealers in the territory of Jammu & Kashmir, Himachal Pradesh, Uttar Pradesh, Madhya Pradesh, Uttarakhand, Punjab and Haryana.** * Attended several **exhibitions** for **company promotional activities**. * Detail oriented with an analytical bent of mind and positive attitude. * Proficiency at grasping new technical concepts quickly & utilizing the same in a productive manner. * An **effective communicator** with strong analytical, interpersonal, problem solving, organizational abilities. |

# MARKETING SKILLS

● Very good product and Industrial market knowledge.

● Strong negotiation skills and Convincing power.

● Effective presentation and communication skills.

● Maintain good customer relationship.

● Designed project scope and serving as Enterprise representative.

● Assign tasks to team and mentor, teach and supervise work.

● Good Mixed-Platform Environments knowledge.

● Schedule and conduct team meetings.  
● Strong interpersonal and analytical skills, good team player, pleasing personality, well-mannered and high self-confidence.

# Experience

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| **Briggs & Stratton – Milwaukee, Wisconsin, United States** | **July 2017- Present** |

**Regional Manager (North India)**

* Currently working with Briggs & Stratton as a Regional Manager (North India) based in Karnal (Haryana)- INDIA.
* After Joining I have created a dealer network of **70 dealers** in the area of **Himachal Pradesh, Jammu & Kashmir.**
* **Increased sale from 750 engines to 2200 engines in North India.**
* **Increased the number of OEM from 1 to 5 to get maximum sale.**

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| **Kisan Kraft Machine Tools Pvt. Ltd., Bangalore, Karnataka** | **January 2016 to June 2017** |

**Area Sales Manager**

1 year 5 months working with Kisan Kraft Machine Tools Pvt. Ltd. Bangalore, Karnataka as an Area Sales Manager based at Shimla Office – Himachal Pradesh.

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| **Competent Agriculture Machinery, Baraut, Uttar Pradesh** | **2011-2015** |

**Area Sales Manager**

5 years working in the department of Business Development department, sales and marketing of Power Wedder importer company M/S Competent Agriculture Machinery Pvt. Ltd.

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| **Vishal Udyog Pvt Ltd., Karnal, Haryana** | **2009-2011** |

**Team Lead**

2 years working in the department of sales and marketing with agricultural implements manufacturer company M/S Vishal Udyog Pvt Ltd.

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| **Beri Udyog Pvt Ltd., Karnal, Haryana** | **2007-2009** |

**Marketing Engineer**

3 years working in the department of sales and marketing with agricultural implements manufacturer company M/S Beri Udyog Pvt Ltd.

# Education

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| 2007 Diploma in Mechanical Engineering from Government Polytechnic Nilokheri (Karnal, Haryana) under State Board of Technical Education Chandigarh.  2004 10th from D.A.V Public Kurukshetra, Haryana**.** |